



Step 7 - Develop a Follow-up System

A follow-up system should be a part of your overall recruiting system. Without follow-up, you will not be as effective in your recruiting.

Follow these steps:

1. Follow-up within 24 hours of the initial contact.
2. Ask simple key questions to see if your prospect actually viewed the entire website. Sometimes, they will only view a small portion and due to interruptions they will not see the potential.
3. Look for signs of interest. If they are truly interested they will be asking you questions.

Example:

Do you mean that I get paid each month when someone I sign up uses their credit card?

Is it really free to register credit cards?

How soon could I start making money?

When can I get started?

4. When they say something like: *Well its a good thing, but _____.....or, I know its good but, my wife is not for it. I'm really tied up with my time right now.* Any of these statements are negative.

When they say this, they really have not taken the time to view the flash movie or study the site. Any person, who actually watches the video cannot help but get motivated provided they are aggressive. When these statements arise, try to overcome them with logic and education. Call your sponsor, or a professional in the Woodis Group and do a three-way call to see if they can help, but if they do not respond, MOVE ON!!

5. DO NOT COERSE OR BEG THEM TO JOIN!

6. Keep good records! After you have followed up with each prospect, write down the reason they did not join, then file them for later and move on to the next one. This is one of the most important parts of the recruiting system. Work it!